

Cicerale, Jerrie **AP**

From: Adams, Harry AP
To: Cicerale, Jerrie AP
Subject: RE: 1995 CATALOG
Date: Friday, March 10, 1995 4:07PM

Jerrie, correct.

From: Cicerale, Jerrie AP
To: Adams, Harry AP
Subject: RE: 1995 CATALOG
Date: Thu, Mar 9, 1995 11:03AM
Priority: High

Harry -- if you won't know until the end of March then I can assume your increase, if you are having one, won't be effective on 4/3 (like the list price increase).

--Jerrie
3/9/95

From: Adams, Harry AP
To: Cicerale, Jerrie AP
Subject: RE: 1995 CATALOG
Date: Thursday, March 9, 1995 10:40AM

Jerrie, I don't have an answer yet as to what the wholesaler/distributor buy price will be. I hope to have an answer by the end of March.

From: Cicerale, Jerrie AP
To: Adams, Harry AP; Fugett, Kim AP; Yates, Linda AP
Subject: FW: 1995 CATALOG
Date: Tue, Mar 7, 1995 4:23PM
Priority: High

I still need an answer regarding the status of the 4/3/95 price increase.

Thanks, Jerrie 3/7/95

From: Cicerale, Jerrie AP
To: Adams, Harry AP; Fugett, Kim AP
Cc: Turner, Tom AP
Subject: 1995 CATALOG
Date: Friday, February 17, 1995 3:46PM

Harry/Kim -- I am in the process of doing the 4/3/95 price increase. Let me know what you want to do with the OPS wholesale prices. I know last year you had the wholesale increase in May. Please advise what you need for the wholesale increase.

Thanks, Jerrie

Cicerale, Jerrie **AP**

To: Welch, Bill AP
Cc: Harris, Tim AP; Coles, Pat AP
Subject: 95 PRICE INCREASE

Bill -- in reviewing your 95 price changes. Three Inpersol items are under your responsibility. I have them as taking a 4% increase but you did not indicate whether this should be taken or not. Please reply to this note with your response.

ITEM	CURRENT	NEW PRICE
07944-05	204.72/12 212.88/12	
07944-07	89.40/6	93.00/6
07945-07	94.14/6	97.92/6

Thanks, Jerrie
3/2/95

4/30/96

added to Master
+ GVR-+ MBM 40 June Cicerale
flag.

Brown, Tena

AP

From:

To:

Cc:

Cicerale, Jerrie AP

Marie Adolphs (FAX)

Adams, Harry

AP; Brown, Tena

AP; Coles, Pat

AP; Dawson, Cindy

AP; Eklof, Jennifer

AP; Fugett, Kim

AP; Green, Roberta (Bobette)

AP; Hanley, Matthew

AP; Harris, Connie

AP; Lippis, Rich

AP; Longley, Debbie

AP; Mitchell,

Charlie

AP; Thomas, Erik

AP; Turner, Tom

AP;

McCoy, Ned

AP; Tamblyn, Janet M.

AP; Bryan, Robert E.

AP; Charette, Eileen P.

AP; Durkee, Dana

AP; Geddes, Sue K.

AP; Glas, Pat M.

AP; Hansell, Pam S.

AP; King, Linda R.

AP; Kipperman, Steve

AP; Latz, Diane M.

AP; Leistner,

Kristina E.

AP; Nosek, Elizabeth J.

AP; Orfan, Kevin

AP;

Parkkonen, Jeri Lynn

AP; Pitman, Patience M K

AP; Radovan, Michael S.

AP; Rafeldt, Sandra K.

AP; Renick, Annemarie

AP; Skokie, Patricia

A. Roger W.

AP; Urban, Bernadine A.

AP; VanThiel, Sharon E.

AP; Verne,

Subject:

NEW ACETYLCYSTEINE ITEMS

Date:

Monday, April 29, 1996 8:16AM

Marie -- please add the attached 4 new items to CPP. All these items have an intro offer from now until 12/31/96.

<<File Attachment: ACETY.TXT>>

Thanks, Jerrie

Michael,

would you like these new
items flagged?

Tena

ACETY.TXT

April 29, 1996

NEW ACETYLCYSTEINE SOLN ITEMS

Please add the following new items to CPP. I have indicated on the item what the inner pack and multiples will be.

An intro price offer is effective immediately until 12/31/96. This is offered to MHT-US class customers. Please have the price select read 060602666560. The intro price should be in price field 6. The handling charge should be waived during this time frame (field 36=E).

LIST	TUC	SS	IC	DESCRIPTION	SS	P6	P4	P5
P2					DESC	INTRO	TRADE	WHL5
GOVT								
03307-01-01	01			ACETYLCYSTEINE 10%	PKG/10	12.00	16.90	12.60
12.00				(Inv Sing=10) SOLUTION, USP 4ML				
(S/per cs=100)				(Mult =10)				
(price Sel 2 = 00000000000040)								
03307-03-03	03			ACETYLCYSTEINE 10%	PKG/3	15.18	21.42	15.93
15.18				(Inv Sing=3) SOLUTION, USP 30ML				
(S/per cs=60)				(Mult =20)				
(price Sel 2 = 00000000000040)								
03308-01-01	01			ACETYLCYSTEINE 20%	PKG/10	13.30	18.80	14.00
13.30				(Inv Sing=10) SOLUTION, USP 4ML				
(S/per cs=100)				(Mult =10)				
(price Sel 2 = 00000000000040)								
03308-03-03	03			ACETYLCYSTEINE 20%	PKG/3	17.85	25.20	18.75
17.85				(Inv Sing=3) SOLUTION, USP 30ML				
(S/per cs=60)				(Mult =20)				
(price Sel 2 = 00000000000040)								

OPS FIELDS:

LIST	TUC	SS	IC	ABBREVIATION	23	32	34	36	38	39	4
2 62	PG										

ACETY.TXT

03307 01 01 01 ACETYLCYS 10% 4ML A01 SON 1-999 E Y N
N N 22.2
03307 03 03 03 ACETYCYCYS 10% 30ML A01 SON 1-999 E Y N
N N 22.2
03308 01 01 01 ACETYLCYS 20% 4ML A01 SON 1-999 E Y N
N N 22.2
03308 03 03 03 ACETYCYCYS 20% 30ML A01 SON 1-999 E Y N
N N 22.2

7/24/96
sent to Julie

Brown, Tena

AP

From: Ciceralo, Jerrie AP
 To: Marie Adolphs (FAX)
 Cc: Adams, Harry AP; Brown, Tena AP; Coles, Pat
 AP; Dawson, Cindy AP; Devall, Lisa AP; Eklof, Jennifer
 AP; Fugett, Kim AP; Green, Roberta (Bobette) AP; Hanley, Matthew
 AP; Harris, Connie AP; Lippis, Rich AP; Loewen, Jill
 AP; Longley, Debbie AP; Mitchell, Charlie AP; Thomas, Erik
 AP; Turner, Tom AP; McCoy, Ned AP; Tamblyn,
 Janet M. AP; Bryan, Robert E. AP; Charette, Eileen P. AP;
 Durkee, Dana AP; Geddes, Sue K. AP; Glas, Pat M.
 AP; Hansell, Pam S. AP; King, Linda R. AP; Latz, Diane M.
 AP; Leistner, Kristina E. AP; Nosek, Elizabeth J. AP; Orfan, Kevin
 AP; Orrick, Lisa AP; Parkkonen, Jeri Lynn AP; Pitman, Patience
 M K AP; Radovan, Michael S. AP; Rafeldt, Sandra K. AP; Renick,
 Annemarie AP; Roby, Mabry AP; Sbarbaro, Robert AP;
 Skokie, Patricia A. AP; Urban, Bernadine A. AP; VanThiel, Sharon E.
 AP; Verne, Roger W. AP
 Subject: NEW FIRSTCHOICE ONCOLOGY ITEM (BLEOMYCIN)
 Date: Wednesday, June 26, 1996 10:43AM

Marie -- please add the attached two new items to CPP.

<<File Attachment: ADRIA3.TXT>>

Thanks, Jerrie

ABT213397

ABT213398

ADRIA3.TXT

June 26, 1996 NEW ONCOLOGIC ITEM (BLEOMYCIN)

Please add the following new items to CPP. These will all be priced and sold as eaches. The customer is allowed to purchase an each.

An intro price offer is effective immediately until 12/31/96. This is offered to MHT-US class customers. Please have the price select read 060602666560. The intro price should be in price field 6. The handling charge should be waived during this time frame (field 36=E).

LIST	TUC	SS	IC	DESCRIPTION	SS	P6	P4	P5	P2					
					DESC	INTRO	TRADE	WHLS	GOVT					

A1616-01-01	01	01	01	BLEOMYCIN SULFATE, USP, (Inv Sing=1) 15 UNIT FLIPTOP VIAL (Sing/per cs = 72, 2x36) (Multiples of = 1)	EACH	195.08	243.68	215.07	195.08					

A1636-01-01	01	01	01	BLEOMYCIN SULFATE, USP, (Inv Sing=1) 30 UNIT FLIPTOP VIAL (Sing/per cs = 50, 2x25) (Multiples of = 1)	EACH	390.16	487.36	430.14	390.16					

OPS FIELDS:														
LIST	TUC	SS	IC	ABBREVIATION	23	32	34	36	38	39	42	62	66	PG

A1616	1	1	1	BLEOMYCIN 15FT	A01	ADR	1-999	E	Y	N	N	Y	9	19.2
A1636	1	1	1	BLEOMYCIN 30FT	A01	ADR	1-999	E	Y	N	N	Y	9	19.2

Brown, Tena**AP**

From: Cicera, Jerrie AP
To: Marie Adolphs (FAX)
Cc: Adams, Harry AP; Brown, Tena AP; Coles, Pat AP;
 Dawson, Cindy AP; Devall, Lisa AP; Eklof, Jennifer AP;
 Fugett, Kim AP; Green, Roberta (Bobette) AP; Harling, David AP;
 AP; Harris, Connie AP; Loewen, Jill AP; Mitchell, Charlie AP;
 AP; Moore, Thomas G. AP; Riddle, Kathryn AP; Turner, Tom AP;
 AP; Nevin, Richard AP; Best, Jon AP; Charette, Eileen P. AP;
 AP; Diebold, Barbara AP; Dinsmore, Russell AP; Durkee, Dana AP;
 AP; Geddes, Sue K. AP; Glas, Pat M. AP; Hansell, Pam S. AP;
 AP; King, Linda R. AP; Leone, Lynn E AP; May, Robert C. AP;
 AP; Nosek, Elizabeth J. AP; Orrick, Lisa AP; Ozark, Linda AP;
 AP; Parkkonen, Jeri Lynn AP; Pitman, Patience M K AP; Rafeldt, Sandra K. AP;
 AP; Roby, Mabry AP; Ruple, Kim AP; Skokie, Patricia A. AP;
 AP; Urban, Bernadine A. AP; Verne, Roger W. AP; Braun, Steve AP;
 AP; Price, Elizabeth AP
Subject: NEW INJECTABLE ITEM 6695-02
Date: Tuesday, June 03, 1997 9:14AM

Marie -- please add the attached new injectable item to CPP. An intro price should also be setup as stated.

<<File Attachment: INJ.TXT>>

Thanks, Jerrie

yes
fine
6/17/97

6-11-97

Michael -

Do you want to flag?

S = Single Source

I = Innovator - Multi Source

NI ^{Non-Innovator} Multisource

June 3, 1997 SUBJECT: NEW INJECTABLE ITEM (AMIDATE 6695)

Please add the following new item to CPP. I have indicated on the item what the inner pack and multiples will be.

An intro price offer is effective until 8/31/97. This is offered to MHT and US class customers. Please have the price select read 060602666560. The intro price should be in price field 6. The handling charge should be waived during this time frame (field 36=E).

LIST	TUC	SS	IC	DESCRIPTION	SS DESC	P6 INTRO	P4 TRADE	P5 WHLS	P2 GOVT
06695-02-02	02	02		AMIDATE 40MG (2MG/ML) (Inv Sing=10) 20ML FLIPTOP VIAL (S/per cs=40) (Mult = 4) (price Sel 2 = 00000000000040)	PKG/10	159.80	199.50	190.00	159.80

OPS FIELDS:

LIST	TUC	SS	IC	ABBREVIATION	23	32	34	36	38	39	42	62	PG
06695	02	02	02	AMIDATE 40MG FTPV	A01	SKT	1-499	E	Y	Y	N	Y	55.8
FIELD 40 = 08061-01-13													

Dawson, Cindy **AP**

From: Finkel, Christine AP
To: Dawson, Cindy AP
Cc: Glas, Pat M. AP
Subject: Innovatix- Alternate Care
Date: Thursday, June 18, 1998 9:06AM
Priority: High

Cindy,

Lillian faxed me the award sheets for the new contract July - June. There are four products that need to be added on. I have sent you the award sheet via fax for documentation. These products are highlighted for easy review.

~~2168-03-19 Magnesium Sulfate 50ml - #32.13/25~~
~~6102-11-6 Furosemide 10mg/ml vial 10ml - #10.75/28~~
~~4541-02-2 Leucovorin 10mg/ml 10ml - #3.25/11~~
~~4541-04-7 Leucovorin 10mg/ml 30ml - #11.35/11~~

Thanks for your help.
Chris

Grp # 2608
AM
Innovatix
7/1/98 - 6/30/99
New York, NY

6-25-98
PAT →

to 65701
PLS ADD
Profile # 10000

Also, notify
wholesalers

Thanks,
CA

From: Ciceralo, Jerrie APX
Sent: Thursday, April 15, 1999 8:06 AM
To: 'Suzanne George(First Databank)'
Subject: 4/19/99 PRICE CHANGES ABBOTT LABORATORIES

Suzanne -- attached are the direct price changes for 4/19/99. I have included a text file (TXT) and an excel file. I wasn't sure which format you needed. A few of the items also took a wholesale change, these are marked **. The third attachment XXX.TXT contains only the items where the wholesale price changed along with the direct price. Some of the new items that have been introduced in the last few months are marked *. Check you database to make sure these are listed.



APR419.TXT



opr419.xls



XXX.TXT

If you have any questions let me know. As soon as the new catalogs are published I will send you a copy.

Thanks,

Jerrie Ciceralo

HPD Contract Marketing

(847) 937-2881

Email: jerrie.ciceralo@abbott.com

Abbott Proprietary Information
A00434

Trainor, Susan APX

From: Trainor, Susan APX
Sent: Thursday, January 27, 2000 3:14 PM
To: Harling, David APX
Cc: Massaro, Angeline APX; Boyle, Thomas APX; Leone, Lynn E APX
Subject: Oncology End-User Pricing

Dave

When I spoke to HOLN regarding our contract proposal they gave me the following insight into our pricing.

We need to adjust the HOLN proposal accordingly.

List #	Description	Proposed	Need
04541-02-02	Leucovorin 10 mg/ml 10 ml FT	\$ 2.75	\$ 2.65
G3015-13-13	Fluorouracil 500 mg Liquid Polymer	\$ 11.50	\$ 11.25
G4402-11-11	Vincristine 1mg/1ml	\$ 4.25	\$ 3.80
G4412-11-11	Vincristine 2mg/2ml	\$ 7.25	\$ 6.75
G5040-01-01	Doxorubicin 10 mg, 5ml	\$ 7.60	\$ 5.80
G5046-01-01	Doxorubicin 50 mg, 25ml	\$ 28.75	\$ 28.40
G5643-01-01	Etoposide 100 mg, glass	\$ 6.90	\$ 6.80
G5646-01-01	Etoposide 500 mg, glass	\$ 39.00	\$ 38.15

Other products are OK.

Thanks

Susan

Some prices were already lower???

Sellers, Mike W APX

From: Adams, Harry APX
Sent: Friday, March 23, 2001 6:45 PM
To: 'pronosh@allegiance.net'; 'eckertc@allegiance.net'; 'baumgal@allegiance.net';
'cheryl_holmes@ccmail.allegiance.net'; 'jim.lowther@mckgenmed.com';
'harry.roye@mckgenmed.com'; 'krusse@owens-minor.com';
'howard.jagoda@bergenbrunswick.com'; 'gena.rodrguez@bergenbrunswick.com';
'jluyben@phsyas.com'; 'Jwhite2@owens-minor.com'; 'lbutler@medline.com';
'lhampton@medline.com'; 'mahaffey.tony.R014@sysco.com'; 'lgibson@phsyas.com';
'wheeling@burrowsco.com'
Cc: Sellers, Mike W APX; DeGrace, Patrick APX; Gerlach, Ron APX; Allen-McKinnon, Robyn
APX; Parker, Dan L LN; Ulm, Jim M LN; Butler, Craig R APX; Chavira, Dana APX; Rafeldt,
Sandra K APX; Pitman, Patience M APX; Rockett, Sandra L LN; Wolff, Karen E LN;
Chronis, Stacey L LN; Brundza, Joe APX; Urban, Bernadine A APX
Subject: Acquisition Cost Decrease

We are reducing the acquisition cost for several of our products effective May 7, 2001. Please make sue that your pricing and contract departments are fully informed of all changes. In order to ensure shelf protection, please provide a complete inventory of all SKU's after the close of Business Saturday May 5, 2001 and forward to the address mentioned in the attached harry gram.



Distributor price
change 5-7-2...



Distributor Acquisition
Cost D...

We appreciate your cooperation and prompt attention to this matter.

Regards,

Harry

From: Nunnery, Michael APX
Sent: Tuesday, September 24, 2002 3:43 PM
To: Balzer, Jeffrey APX
Subject: Mercy Annv 09-02.xls

Importance: High

Attachments: Mercy Annv 09-02.xls

Jeff, hope this meets your expectations.



Mercy Annv
09-02.xls (1 MB)